

Message Text

UNCLASSIFIED

PAGE 01 JIDDA 01326 161108Z

ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 COME-00 TRSE-00 L-03 /022 W

-----161111Z 061624 /21

R 160604Z FEB 77

FM AMEMBASSY JIDDA

TO SECSTATE WASHDC 7310

UNCLAS JIDDA 1326

E.O. 11652: N/A

TAGS: BEXP, ETRD, SA

SUBJECT: SES/DITACOMM, P.O. BOX 3649, RIYADH; BOYCOTT PROBLEM

WITH FARINON ELECTRIC, 1691 BAYPORT AVENUE, SAN

CARLOS, CALIFORNIA 94070; PHONE: (415) 593-8491

1. THE SUBJECT SAUDI FIRM, SAUDI ELECTRONIC SYSTEMS, HAS A JOINT VENTURE WITH A LEBANESE FIRM, DITA TELECOMMUNICATION COMPANY OF BEIRUT, WORKING EXCLUSIVELY ON TELECOMMUNICATION PROJECT FOR THE MINISTRY OF INFORMATION (MOI).

2. A CALIFORNIA FIRM FARINON, SPECIALIZING IN TELECOMMUNICATION EQUIPMENT, HAS SUBMITTED A QUOTATION FOR SUPPLY OF TELECOMMUNICATION EQUIPMENT THROUGH DITACOMM. THE MINISTRY HAS APPROVED THE BID FOR EQUIPMENT VALUED AT \$65,566. FARINON HAS NOW TELEXED THE FOLLOWING:

"PLEASE BE ADVISED THAT ANY STATEMENT ON SHIPPING DOCUMENTS REFERRING TO BOYCOTT OR BLACK LIST ARE CONTRARY TO CALIFORNIA LAW AND WILL BE IMPOSSIBLE TO NEGOTIATE AGAINST L/C, REGARDS, FARINON."

3. DITACOMM COMMERCIAL MANAGER, MR. MOUNIR SHOLEY, CALLED THE EMBASSY LIAISON OFFICE COMMERCIAL STAFF AT RIYADH AND EXPLAINED THE PROBLEM.

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MOUNIR STATED THAT HE KNEW NOTHING ABOUT THE CALIFORNIA LAW BEFORE AND HIS COMPANY IS IN A VERY CRITICAL SITUATION AS IT IS COMMITTED TO FULFILL ITS BID. IT HAS NOT EFFECTED A LETTER OF CREDIT BECAUSE OF THE ABOVE WARNING. THE EMBASSY ADVISED MR. SHOLEY THAT THE USG COULD TAKE NO ACTION UNLESS L/C WAS OPENED AND OTHER

DOCUMENTS PROCESSED. ONLY IN THIS WAY COULD U.S. AGENCIES REVIEW THE CASE TO SEE IF DOCUMENTS WERE ACCEPTABLE.

4. SHOLEY STATED THAT U.S. FIRMS WOULD LOSE MUCH BUSINESS IF NO RESOLUTION COULD BE EFFECTED AND HE WILL HAVE TO FIND EUROPEAN OR JAPANESE FIRMS FOR OTHER TENDERS ON UPCOMING PROJECTS.

5. DITACOMM IS IN PARTNERSHIP WITH MOHAMED BIN SALEH BIN SULTAN OF SALEHIYA ESTABLISHMENT. WTDR UNDER PREPARATION. PORTER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: BOYCOTTS, BUSINESS FIRMS
Control Number: n/a
Copy: SINGLE
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Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
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From: JIDDA
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Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
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Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3309048
Secure: OPEN
Status: NATIVE
Subject: SES/DITACOMM, P.O. BOX 3649, RIYADH; BOYCOTT PROBLEM WITH FARINON ELECTRIC, 1691 BAYPORT AVENUE, SAN CARLOS, CALIFORNIA 94070; PHONE: (415) 593-8491
TAGS: BEXP, ETRD, SA, FARINON ELECTRIC, DITA TELECOMMUNICATION CO
To: STATE
Type: TE
vdkgvkey: odbc://SAS/SAS.dbo.SAS_Docs/0ef4a1c5-c288-dd11-92da-001cc4696bcc
Review Markings:
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